



BOSTON SOLAR

WE MADE TIER 5 PRICING!

We All Save When We Go Solar Together!

There are five pricing tiers for Solarize Mass Natick. As more people sign up with our designated installer, Boston Solar, we achieve higher tiers and lower pricing. The average solar array in Natick is about 6.5 kW in size, which means we need roughly 4 homes to reach Tier 2, 7 homes to reach Tier 3, and 30 homes to reach Tier 5. If we reach 100 homes, Boston Solar will donate a solar array to a local non-profit. (Let us know if you'd like to be that non-profit!)

Special Tiered Pricing for Solarize Mass Natick (\$ per installed watt)

Tiers:	I	II	III	IV	V
	1kw - 25kW	>25kw - 50kW	>50kw - 100kW	>100kw-200kw	200kW+
Hyundai Panels	\$3.60	\$3.45	\$3.30	\$3.20	\$3.10
LG300 Panel	\$3.90	\$3.75	\$3.60	\$3.50	\$3.40
SunPower 345	\$4.90	\$4.75	\$4.60	\$4.50	\$4.40
SunPower 335	\$5.35	\$5.20	\$5.05	\$4.95	\$4.85

Packages include all black panels (except SP345), micro-inverter technology, automatic reporting, a 10-year installation warranty, and longer warranties on panels and micro-inverters.

How Can I Compare These Prices (\$ per installed watt) to Another Solar Quote?

The price per installed watt = total price (\$) / system capacity (watts)

Every solar quote should include the cash price (before tax incentives). The average solar array in Natick cost \$32,500 before incentives in 2015. A quote should also include the size of the system (usually reported in kilowatts). To convert that into watts, multiply the system size by 1000. So, the average solar array in Natick in 2015 was 6500 watts (6.5kW x 1000). Natick's average price per installed watt in 2015 = \$32,500 / 6500 watts = \$5 per watt.

What Difference Will Solarize Mass Natick Make For Me?

We project the average system size installed with Solarize Mass Natick will cost \$3.75-\$4.00 per installed watt, depending on the options selected (see the reverse side of this flyer), which is a 20-25% savings over the 2015 town average. That would bring the total cost for an installation down to \$24,375 to \$26,000 from \$32,500. With the 30% federal tax rebate, subsidized state-loans through the Mass Solar Loan Program, and long-term leases, going solar can save you money from day one. At these rates, homes that didn't qualify for solar in the past may qualify now!

Visit us at <http://www.solarizemassnatick.com> to learn more!

Boston Solar 2016 Solarize Mass Adder Pricing

Factors	PURCHASED PROJECTS		LEASE/PPA PROJECTS	Description of Cost Adder / Scope of Work
	Increased Cost (\$/watt)	Flat Rate Adders (\$)	Increased Cost (\$/kWh)	
Site Specific				
Multiple roof arrays		\$200.00	0.003 \$/kWh	Per additional array (1 included in base price)
Flat roof / Tilt racking	0.20 \$/W		0.015 \$/kWh	Flat roof self ballasted racking
Flat roof/Penetrating mounts	0.40 \$/W		0.030 \$/kWh	Required for rubber roofs if self ballasted racking is not a viable option.
Standing seam metal roof	N/A	N/A	N/A	Included in base price
Steep roof (define)	0.20 \$/W		0.015 \$/kWh	Applicable to roof pitches >=40 degrees
Tall roof (define)	0.20 \$/W		0.015 \$/kWh	Greater than 2 stories
Pole or ground mounted system	0.50 \$/W		0.035 \$/kWh	Adder is for self ballasted ground mount. Pole mounted not being offered. Assumes no clearing or grading.
Trenching (if not included in pole or ground mounted system cost)		\$20/ft		
No access to attic	N/A	N/A	N/A	
Tree removal	N/A	N/A	N/A	Not offered
Slate shingles	N/A	N/A	N/A	Not offered
Squirrel / pest control system		\$45/panel		
Snow guards		\$45/panel		
Site Specific Sub-Total	1.50	200.00	0.11	
Structural				
Reinforcing rafters				Custom quote
Stamped structural letter	n/a	n/a	n/a	Stamped structural letter must be included in the base price
Structural Sub-Total	0.00	0.00	0.00	
Electrical				
Line Side tap				Included in base price
Full electrical service upgrade		\$2,500.00	0.020 \$/kWh	For single meter/single family homes only. Otherwise, custom quote.
Electrical panel upgrade		\$1,500.00	0.015 \$/kWh	This is a main service panel swap
Electrical sub-panel		\$750.00	0.008 \$/kWh	
Meter upgrade/change		\$1,500.00	0.015 \$/kWh	Includes changing the meter socket, service drop and service wires.
Interior conduit run		\$200.00	0.003 \$/kWh	Included in base price
Tap Box		\$1,500.00	0.015 \$/kWh	Required if line side tap is required, but cannot be done inside the MSP. Includes new service drop, new tap box, new meter socket and new service wires.
Electrical Sub-Total	0.00	7950.00	0.06	
Other				
Data Acquisition System: Automatic Reporting to PTS				Included in base price
Micro-inverters				Enphase micro-inverters included in base price
Micro-inverter internal monitoring		\$500.00	0.015 \$/kWh	Applies to Enphase panel level monitoring
DC Optimizers				Not being offered
High Efficiency modules (define)	1.30 \$/W		N/A	SunPower 345 AC panel with integrated micro inverter
High Efficiency modules (define)	1.75 \$/W		N/A	SunPower 250w AC panel with integrated micro inverter - top of the line all black high efficiency panel
Extended warranty (if applicable)				N/A
Annual maintenance (if applicable)				N/A
Small system adder (define)	0.40 \$/W		0.030 \$/kWh	For systems <5kW, minimum system size 3kW
Large system cost subtraction	-\$0.10 \$/W		0.008 \$/kWh	For systems >12kW
SREC pre-purchase subtraction			N/A	Energy.
Other Sub-Total	3.35	500.00	0.05	
Total Additional Cost	4.85	8650.00	0.23	